

CAPITAL ASSOCIATES

Corporate Real Estate Solutions

Capital Associates was formed in 1983 as a full-service commercial real estate development company. Since then, the organization has developed over 3 million square feet of space and currently manages a portfolio of approximately 3 million square feet. Capital's expertise is focused on office buildings, multi-use business parks, residential communities, multi-family communities and retail. Capital Associates is a single source for the management of **design and construction, financing, and marketing**, as well as **asset/property management**. Bringing to its partners and clients a wide range of experience in leasing, sales and acquisitions, Capital Associates completes a full spectrum of all real estate services.

Capital Associates is a group of dynamic and talented professionals who have worked on behalf of many different owners, including Deansbank (Church of England Pension Fund), AEW Capital Management, Fortis Advisors, IBUS (Netherlands Investment Group) and other private partnerships. Two-thirds of Capital's daily revenue derives from leasing and management services for other building owners. Capital Associates manages each property to grow and maximize the ownership equity.

All of Capital Associates' projects and services reflect insistence on **quality and attention to detail**. Convinced that an attractive and comfortable living environment of the highest quality translates into a more enjoyable and productive lifestyle, Capital Associates is committed to providing a superior level of service and expertise on every project. Planning, design, financing, construction, marketing and management are all carefully orchestrated to meet the needs of each client. The source of Capital Associates' superior performance and quality emphasis is the diversity of experience and professionalism of its employees as catalogued at www.casso.com.



RICHARDSON PROPERTIES

701 GREEN VALLEY ROAD • SUITE 300 (27408)
POST OFFICE BOX 1960 • GREENSBORO, NC 27402
336 275 0911 • FAX 336 275 2048

ERIC R. CALHOUN
PRESIDENT

February 15, 2007

Loudon County, Virginia
Procurement Division, MSC 41C
ATTN: Tina M. Borger, CPPO
1 Harrison Street, SE, 4th Floor
Leesburg, VA 20175

Dear Ms. Borger:

Capital Associates first came to our attention in 1986 when they developed Renaissance Plaza, a 20 story, 300,000 square foot, first class office building on a site our company owned in Greensboro, North Carolina. We sought out Capital Associates to develop this building, which today is still considered Greensboro's finest. We also moved our office to the building and were one of the first tenants, and although we have since moved to a new location, our relationship with Capital is thriving. As both an owner and a tenant in the Renaissance Plaza building, we recognized Capital's extremely thorough attention to every detail – from the original planning and construction, the tenant upfits and the management of the building, nothing was missed.

Our company typically invests in joint venture real estate development projects with developers like Capital Associates, and we have partnered with many noteworthy developers. Capital is by far the most thorough with their incredible attention to detail. We also know from numerous tenants that have leased from Capital over the years that they appreciate and seek out Capital Associates' developed and managed buildings. Their reputation certainly is well known by all.

Over the years, Richardson Properties feels very fortunate to be associated with Capital Associates, first as a building owner and tenant, and now as a development partner. We have now invested in eight development projects with Capital Associates, and are excited to have the opportunity to do more. The results have always been phenomenal in every aspect, producing better than expected returns each time. If you want a company that will strive to meet objectives and produce results with the utmost integrity, I would highly recommend Capital Associates as a partner and developer.

Should you wish to discuss our relationship and experience with Capital Associates, please feel free to call.

Sincerely,

Eric R. Calhoun
President



ASSURANT

One Chase Manhattan Plz
New York, NY 10005
T 212.859.7000
F 212.859.7202

February 20, 2007

www.assurant.com

Tina M. Borger, CPPO
Loudon County, Virginia
Procurement Division, MSC 41D
1 Harrison Street, SE
4th Floor
Leesburg, VA 20175

Dear Ms Borger,

When writing a letter of recommendation, sometimes one must stretch to accomplish the goal. This would not be the case in my association with Capital Associates. I have known and worked with Capital Associates for many years and this is a rare moment that I will actually enjoy writing such a letter.

My association with Capital Associates dates back more than 20 years and 10 developments when The Church of England's Investment Fund helped finance The Forum complex in Raleigh, North Carolina. When I came to Assurant (AIZ on NYSE), as head of their real estate and mortgage group, I continued my relationship with Capital Associates. Our business relationship has grown over the years because of Capital Associates' keen insight into the market and their innovative yet conservative approach when envisioning a new project. The hard work and attention to detail that Capital Associates puts into every aspect of the project has always impressed me and has led to excellent results. I hope our relationship continues for many years to come.

If I can be of further help, please feel free to contact me.

Very truly yours,

James J. Brinkerhoff
Executive Vice President
Assurant Asset Management
jay.brinkerhoff@assurant.com
T 212.859.7185
F 212.859.7275

Thomas
Judy
Tucker, P.A.

February 12, 2007

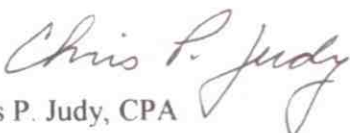
Loudon County, Virginia
Procurement Division, MSC 41C
ATTN: Tina M. Borger, CPPO
1 Harrison Street, SE, 4th Floor
Leesburg, VA 20175

Dear Ms. Borger:

Thomas, Judy and Tucker has been the accounting firm employed by Capital Associates for outside accounting needs for over 20 years. We feel fortunate to have developed a strong working relationship with Capital and would offer only the finest recommendation to anyone looking for the best in development and management. Their conservative and ethical approach to business has served them well over the years. They have never given back property to a lender, defaulted or negotiated workout terms or failed to successfully complete a project. Capital's reputation as a quality developer, professional manager and trustworthy partner is known throughout the industry.

Very truly yours,

THOMAS, JUDY & TUCKER, P.A.


Chris P. Judy, CPA



BODDIE-NOELL ENTERPRISES, INC.

"We Believe in People"®

February 12, 2007

Loudon County, Virginia
Procurement Division, MSC 41C
ATTN: Tina M. Borger, CPPO
1 Harrison Street, SE, 4th Floor
Leesburg, VA 20175

Dear Ms. Borger:

Boddie-Noell Enterprises has had a longstanding relationship with Capital Associates. Capital has never failed to be on budget and on time. Capital brings superior products to market, which has enabled them to continually exceed lease up schedules. Once occupied, they manage their buildings in a very professional manner and they provide comprehensive and timely reports. We have enjoyed our relationship over 15 years and look forward to continuing it for many more.

Boddie-Noell's relationship with Capital Associates has been very rewarding and we would strongly recommend them to anyone who wants to partner with the very best.

Sincerely,

Douglas E. Anderson
Executive Vice President

/dr



ELLIS & WINTERS

Writer's E-Mail Address:
mike winters@elliswinters.com

Writer's Direct Dial Number:
(919) 865-7008

February 14, 2007

Loudon County, Virginia
Procurement Division, MSC 41C
ATTN: Tina M. Borger, CPPO
1 Harrison Street, SE, 4th Floor
Leesburg, VA 20175

Dear Ms. Borger:

I first met Hugh Little almost 30 years ago when the law firm I was with was located in a Cary office park, managed by Capital Associates. Our firm later moved to downtown Raleigh and soon after our move, Capital Associates was awarded the management of that downtown high rise. My law firm is now located in an office building developed by Capital Associates. Capital has always managed the buildings I have occupied in a most professional manner; they truly understand customer service.

In my opinion, many local real estate firms would do well to model themselves after Capital Associates. I have experienced and appreciate the hard work and attention to detail that Capital exhibits in all phases of its operation, including development, leasing and management. It is with great pleasure I offer this letter of recommendation for Capital Associates.

Sincerely,

Michael G. Winters
Partner



RICHARDSON PROPERTIES

701 GREEN VALLEY ROAD • SUITE 300 (27408)
POST OFFICE BOX 1960 • GREENSBORO, NC 27402
336 275 0911 • FAX 336 275 2048

Richardson Properties LLC is a private real estate investment company based in Greensboro, North Carolina. The Company owns directly or through joint ventures a number of office, industrial, retail and residential properties located in North Carolina, South Carolina and Virginia. The Company is primarily an equity investor, and uses its financial strength and previous experience in development, construction, property management and leasing to add value to its properties and developments.

History

The Company was formed as a spin-off from Richardson Corporation, which for a number of years was the Richardson family's real estate and financial services company. Richardson Corporation was founded in 1921 and originated as an extension and continuation of the real estate investment interests of Richardson-Vicks, Inc. Initially Richardson Corporation engaged in the business of real estate investments and management of properties owned by it and by members of the Richardson family. At various times since its formation, Richardson Corporation engaged in a significant real estate brokerage business, the operation of department stores, the insurance agency business, syndication of real estate investments, property management, land development, and residential and commercial construction.

Ownership

Richardson Properties is wholly-owned by the Richardson family (defined as the descendants of Lunsford (d. 1919) and Mary Lynn Richardson). Over the years the family has owned controlling interests in a number of large publicly traded companies including Richardson-Vicks, Inc. (a Fortune 250 company acquired by Proctor & Gamble in 1985), Vanguard Cellular Systems, Inc. (acquired by AT&T in 1999), and Lexington Management Corp. (acquired by ING in 1999), as well as a number of private companies. Organized around their Family Office, which was founded in 1928, and its successor, the first private trust company established in North Carolina, the family owns a number of entities that, like Richardson Properties, pool family money for joint investments. Additionally, the family has established a number of charitable foundations that have assets of nearly a billion dollars.

Operations

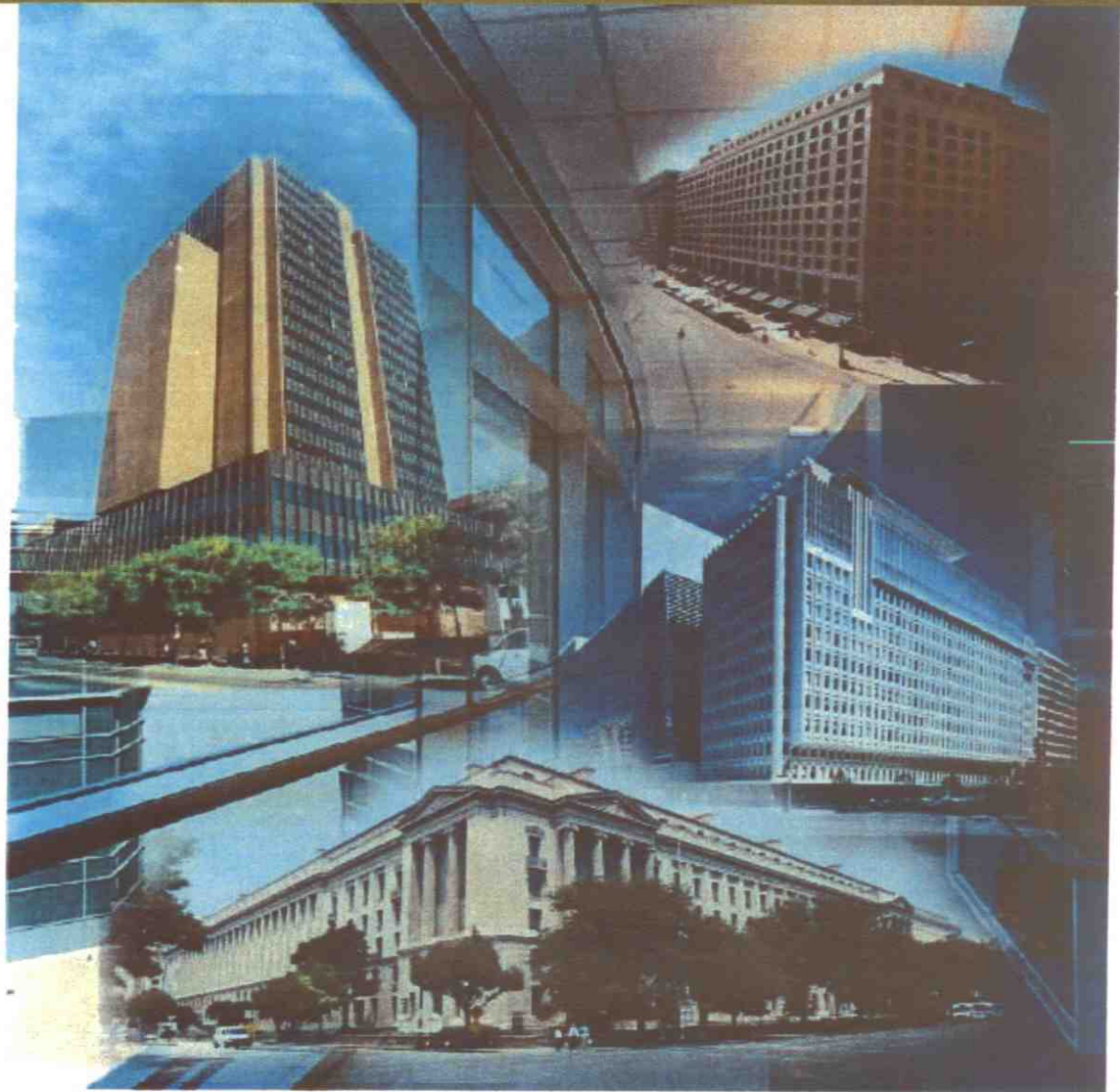
The Company typically partners with developers to develop, construct or acquire real estate. Its depth of experience and range of activities positions it to be a true partner in its projects, not merely an investor. The Company's portfolio is comprised of approximately 70% office buildings (nearly all of which are in suburban locations), with the balance divided among retail, industrial and residential properties.

Financial Information

As a privately owned company, Richardson Properties does not distribute its financial statements, but will be glad to provide any relevant information upon request. Please contact Kevin Tilley, Chief Financial Officer, at 336-275-0911 for more information.

Qualifications

Building More Than Buildingssm



Gilbane Mid-Atlantic Region

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GILBANE OVERVIEW

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RELEVANT PROJECT EXPERIENCE

Gilbane Overview



Gilbane at a Glance

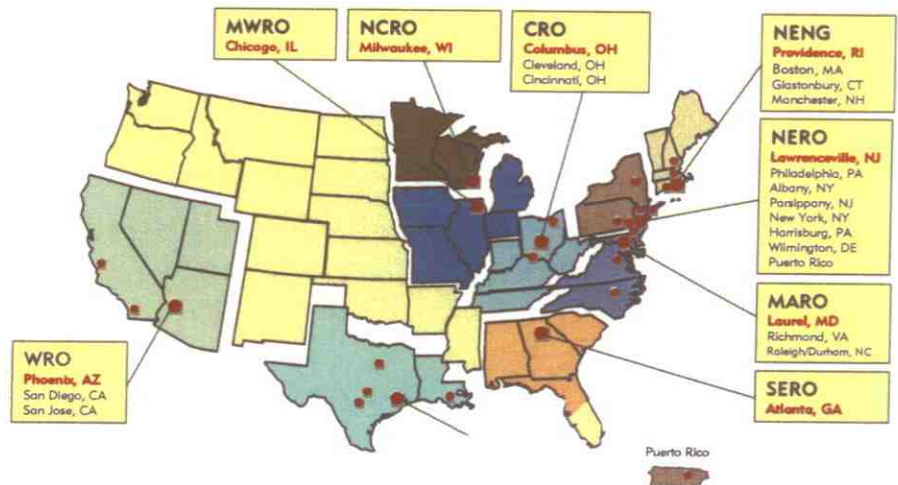
- Founded in 1873
- Family-run, U.S. business
- Over 2,000 employees
- Ranked as Top 5 CM in 'Building Design and Construction' and 'ENR' Magazine
- \$3 + billion annual revenue

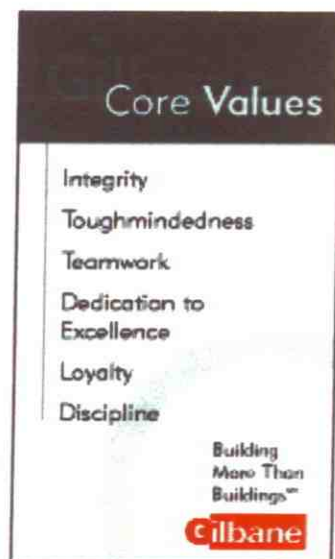
Services & Delivery Methods

- Construction Management, at-Risk
- Construction Management, as-Agent
- Design/Build
- Owner's Representative
- Program/Project Management

Corporate Profile

Gilbane Building Company is one of the nation's oldest and most financially sound national construction organizations. Founded in 1873 as a family-owned carpentry and general contracting firm, Gilbane today is still headquartered in Providence, Rhode Island. Nationally the firm operates from a network of regional and district offices in 28 cities around the country, and employs over 2,000 construction professionals. The company's annual revenues are in excess of \$3 billion, and we are ranked as a Top 5 Construction Manager by *Engineering News Record* and *Building Design & Construction* magazines.



SECTION 1:
Gilbane Overview

Mid-Atlantic Region

Gilbane's Mid-Atlantic Regional Office (MARO), was established in 1970 and has since managed in excess of \$9 billion worth of work. Gilbane provides a broad spectrum of professional construction services, with Construction Management (CM) being the predominant service. Presently 80% of our current workload is At Risk and, as such, we have an accurate understanding of market conditions.

The Mid-Atlantic regional office is a full-service construction operation providing construction management, general contracting, program management, construction consulting, move management and relocation services. Our office is staffed with project executives, managers, engineers, architects, estimators, schedulers, construction quality control inspectors and other construction professionals to provide clients with the quality and depth of services they require.

The region employs over 200 construction professionals and has been awarded six of Gilbane's seven prestigious National Build America Awards from the Associated General Contractors. The criteria for receiving this award is very rigorous and includes: meeting the challenges of a difficult project, excellence in project management, innovation in construction techniques, contractor's state-of-the-art advancement, sensitivity to the environment, excellence in client service and contribution to the community. Our Build America Awards include:

- National World War II Memorial
- The Baltimore Convention Center
- Center for Innovative Technology
- Union Station
- District of Columbia Courthouse
- The National Air and Space Museum
- Wallens Ridge State Prison

Relevant Experience



NORTHERN VIRGINIA COMMUNITY COLLEGE MEDICAL EDUCATION CAMPUS, SPRINGFIELD, VA

Client:

Northern Virginia Community College

Square Footage:

121,000 SF

Tenant:

NVCC

Project Description:

Gilbane completed CM At Risk with GMP Pre-construction and construction services for NVCC's New Medical Education Campus. This important addition to the NVCC System of seven campuses includes 121,000 SF of medical, dental, pharmacy, imaging, EMT and related medical industry training programs. The building includes a public medical mall with pharmacy and bookstore/cafe, research laboratories and administrative facilities for NVCC's Health Sciences program. A 750-car parking garage structure is provided, linked to the building through a multistory atrium.



NORTHERN VIRGINIA COMMUNITY COLLEGE BISDORF BUILDING, ALEXANDRIA, VA

Client:

Northern Virginia Community College

Square Footage:

97,000 SF

Tenant:

NVCC

Project Description:

The Bisdorf Building involves a new 75,000 square foot addition to the building and renovation of 22,000 square feet of space in the existing Phase I and Phase II buildings. The exterior of the proposed addition relates to the existing building but uses precast concrete, large areas of clear energy efficient glass, and a cost effective insulated metal panel cladding system to create an updated image for the campus and to relate the building to its wooded site.



HUMAN GENOME SCIENCES HEADQUARTERS, ROCKVILLE, MD

Client:

Human Genome Sciences, Inc.

Square Footage:

640,000 SF

Tenant:

Human Genome Sciences

Project Description:

Gilbane completed a new \$200 + million, three-building, 640,000 SF Research and Development and Headquarters facility. This project is comprised of a three-building complex that includes executive and administrative offices; analytical and development laboratories; small-scale production suites; a full service cafeteria; meeting and conference areas; and an 800-space parking garage. Also under construction is HGS' new 300,000 SF Large Scale Manufacturing Facility.



LOUDOUN COUNTY GOVERNMENT CENTER

Client:

Loudoun County Government

Square Footage:

158,000 SF

Tenant:

Loudoun County Government

Project Description:

Gilbane provided design-build services for Loudoun County on a new 5-story county government center. This \$30 million program consolidated hundreds of employees spread out over 20 different locations into one complex to provide more efficient county services. The goal was to design a complex that could achieve the goals of consolidation and save the county residents money over time.

Gilbane developed a program in the Town of Leesburg that included a new 158,000 square foot, built-to-suit government office center, a 418-space parking facility and an 80,000 square foot renovation of an existing county facility.

FIRST MARINER BANK HEADQUARTERS, BALTIMORE, MD

Client:

Canton Crossing Tower LLC

Square Footage:

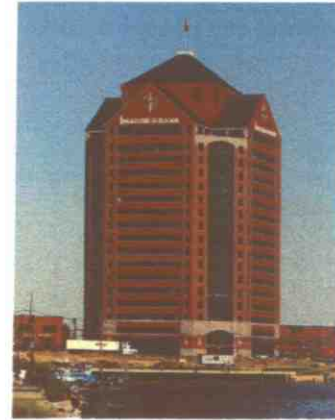
500,000 SF

Tenant:

First Mariner Bank

Project Description:

Gilbane provided CM At Risk with GMP services for this new 17-story office tower. This tower is the first of several buildings in the waterfront development, which is planned to include shopping centers, hotels, condominiums and a new Baltimore City cruise ship terminal, and marks a significant milestone in the redevelopment of the Canton area. Gilbane also constructed a power plant building which is used to generate power, chilled and hot water to the other buildings on the site.



DEPARTMENT OF JUSTICE HEADQUARTERS, WASHINGTON, DC

Client:

General Services Administration

Square Footage:

1.2 million SF

Tenant:

Department of Justice

Project Description:

As Construction Manager At-Risk Gilbane led the \$150 million modernization of DOJ's Main Justice facility in Washington, DC. Along with full MEP and Fire and Life Safety upgrades, security upgrades included construction of SCIF and other secure areas, blast resistant glazing, security infrastructure that has been integrated into the conduit and raceway systems and new key & lock systems. Gilbane has also been responsible for upgrading security post throughout the facility as well as refurbishing night doors.





VIRGINIA STATE CAPITOL RESTORATION, RICHMOND, VA

Client:

Virginia Department of General Services

Square Footage:

116,000 SF

Tenant:

Commonwealth of Virginia Legislature

Project Description:

Gilbane in association with The Christman Company is providing Construction Management at-risk services for this \$65 million historic restoration project, which includes a 25,000 square foot underground expansion space. The Virginia Capitol project is a unique, landmark assignment for the Gilbane-Christman team. The Virginia Capitol's original structure was designed by Thomas Jefferson, with foundations dating back to 1785. It is the oldest continuously used Capitol in the United States.

The project includes construction of a new underground expansion space which will include a secure visitor entrance, exhibit space and additional administration space; a new utility loop that will support the renovation of the Capitol Building and the future needs within Capitol Square; and a historic restoration includes mechanical, electrical, plumbing, communications and fire protection upgrades. Hazardous materials abatement is also included.



AMERICAN TYPE CULTURE COLLECTION, MANASSAS, VA

Client:

American Type Culture Collection

Square Footage:

104,424 SF

Tenant:

American Type Culture

Project Description:

ATCC's new 104,424 SF laboratory, office and warehouse for biological material is located on a site adjacent to Prince William Institute. This important project is a major cornerstone in George Mason University's Biomedical campus in Prince William County, Virginia. It includes headquarters offices, biomedical research laboratories (including a BSL-3 suite) and tissue culture storage facility for biological material which includes wet laboratories, cryogenic storage and office space. Building components include 35,000 SF of research and development laboratories, 37,000 SF of administration and 26,000 SF of cryogenic warehouse space.

TRW FAIRFAX, VA

Client:

TRW

Square Footage:

230,000 SF

Tenant:

TRW Federal Systems Division

Project Description:

Gilbane Building Company provided construction management services and served as general contractor for TRW. Gilbane completed the project on time and within budget and made several value engineering recommendations that reduced construction costs.

Gilbane also served as construction manager for the second phase of the Federal System Park. This second facility is a seven-story, 300,000-square-foot, high-tech facility and includes a 1,100-car parking structure.



CENTER FOR INNOVATIVE TECHNOLOGY, HERNDON, VA

Client:

Center for Innovative Technology

Square Footage:

156,000 SF

Tenant:

Center for Innovative Technology

Project Description:

The Commonwealth of Virginia's Center for Innovative Technology, CIT, has three unusually shaped buildings that top a three level, 436 space parking structure. The three buildings include the 7-story, 60,000 SF CIT headquarters, a 3-story 66,000SF Software Productivity Consortium building and a Commons building which includes a 125-seat auditorium, classrooms and food service facility totaling 30,000 SF and encompasses two levels.

This building also incorporates many state-of-the-art mechanical/electrical systems. Of particular interest is the SPC facility which is equipped with the latest in VAV and work station environmental control systems. Each level has raised access floors. All computer access trunks and ventilation systems have outlets at each work station via the raised flooring system.

The project was awarded the American General Contractor's highest construction management award - the Build America Award.





Mid-Atlantic Regional Office

7901 Sandy Spring Road
Suite 500

Laurel, Maryland 20707 - 3589

Telephone: 301.317.6100

Faeximile: 301.317.6155

Richmond Office

830 East Main Street

Suite 2000

Richmond, VA 23217

Telephone: 804.782.6500

Faeximile: 804.788.7149

Raleigh-Durham Office

2530 Meridian Parkway, Suite 200

Durham, NC 27713

Telephone: 919.806.4670

Fax: 919.806.4770

Toll Free: 1.800.GILBANE

<http://mid-atlantic.gilbaneco.com>

www.gilbaneco.com

Albany, NY
Atlanta, GA
Austin, TX
Boston, MA
Caguas, Puerto Rico
Chicago, IL
Cincinnati, OH
Cleveland, OH
Columbus, OH
Dallas, TX
El Paso, TX
Glastonbury, CT
Groton, CT
Houston, TX
Laurel, MD
Lawrenceville, NJ
Louisville, KY
Manchester, NH
Milwaukee, WI
Needham, MA
New York, NY
Parsippany, NJ
Philadelphia, PA
Phoenix, AZ
Providence, RI
Raleigh/Durham, NC
Richmond, VA
San Antonio, TX
San Diego, CA
San Jose, CA



CONNECTING



FIRM INTRODUCTION

SINCE OUR FOUNDING IN 1960, Cooper Carry has established a reputation for thoughtful design in a wide range of project types: urban design and planning; mixed-use centers; corporate and investment office buildings; hotels, conference and convention centers; retail malls and specialty centers; residential and educational facilities.

We are a firm comprised of the following design professions: *planning, architecture, interior design, landscape architecture and graphic design*. This internal structure has enabled us to provide our clients with a more thoughtful and comprehensive approach to the design of their projects, one which integrates the design of a building to its context and to its interior functionality. We also believe that the spaces between buildings are as important as the buildings themselves.

Through our Atlanta, New York and Alexandria, Virginia offices, we have been privileged to provide this quality of holistic design services to many of the nation's most prominent clients, including public/private ventures, public-sector agencies, universities, corporations and developers.

FIRM ORGANIZATION

We believe that in order for an entire development to be successful, knowledge of the individual use of each component is required. Therefore, we are organized into practice groups who have developed expertise and a specialized service support system for our projects. These practice specialty groups focus on the design and construction of the following project types: *Hospitality, Corporate, Office, Retail, Residential, Health Care, Education (K-12 and university), Government, Transit and Mixed-Use* (the combination of types).

At Cooper Carry we study the way people *Live, Play, Work and Learn* in order to create spaces that fit our everyday lives and yet leave indelible marks on our memories. Buildings that rise as tributes to our clients and community needs and desires. We have learned to blend a wide range of land uses, public spaces and great streets with the full variety of building types.

Because there is a wide range of knowledge and experience associated with the practice group format, we have established an additional practice group, an entity created for the sole purpose of providing connectivity.

We call this group *The Center for Connective Architecture*, better known as "The Center." Moving beyond the traditional concerns of function and aesthetics, Connective Architecture is a refined discipline that actually connects people to structure, people to landscape, people to environment and people to people.



PRACTICE GROUPS

COOPER CARRY IS A CONTEXTUALLY ORIENTED DESIGN FIRM WHOSE CENTRAL FOCUS IS THE CREATION OF SUCCESSFUL SPACES, BUILDINGS, AND LANDSCAPES FOR PEOPLE. IN A WORD: PLACES.

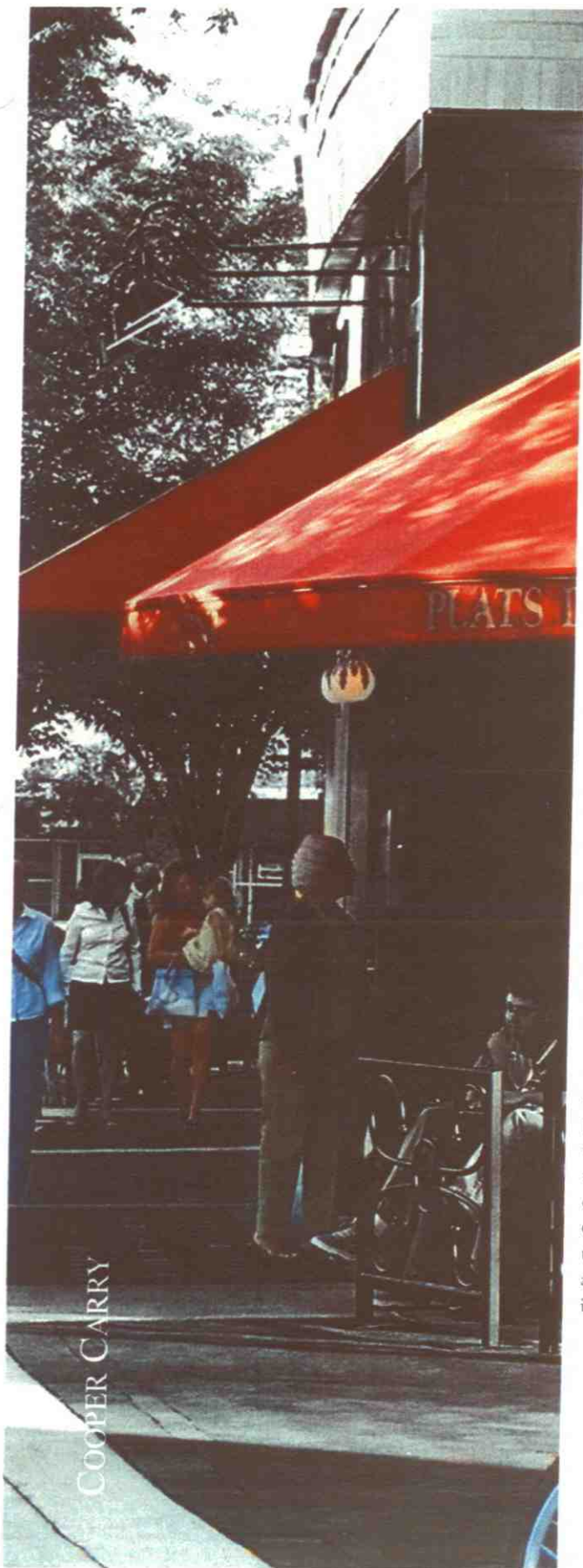
THE PRACTICE GROUPS OF COOPER CARRY

The firm is well-known for its ability and experience in the commercial office arena as evidenced in the design of over 16,000,000 square feet of office space in just the last five years. The *Cooper Carry Office* studio, includes architects who focus solely on the design of multi-tenant office buildings and office campuses. This group approaches each office building design by planning for the natural growth and contraction that all companies experience over time with the creative use of features such as open spaces, courtyards and pedestrian walkways to accommodate anticipated tenant needs. This creates a more cohesive and efficient design effort that ultimately brings added value to office real estate.

The *Cooper Carry Mixed-Use* studio is distinguished by over 100 mixed-use projects including thirty-five urban districts representing over 30 million square feet of built facilities. The studio includes architects who focus on the design of projects that provide a variety of uses in a unified, connected environment. The strategic mission of Cooper Carry's Mixed-Use studio is to design complex, urban, mixed-use facilities for commerce and pedestrian use. We have found that great cities, like great civilizations, share a common feature. Evolving within them, and crucial to their growth and refinement, are distinctive and informal public gathering places. These become a part of the community's daily life, and, invariably, they become the image of that city. In Paris, it's the sidewalk cafes; in London, the parks and pubs; in Rome, the fountains and piazzas. All provide a great location for casual socializing and a place where you go to be with other people.

Cooper Carry Hospitality is our practice group specialized in the design of hotels, resorts, executive education facilities and conference and convention centers. The hospitality group has designed more than 90 hotels and more than 1,300,000 SF of convention and meeting space. The spaces between hotels and other buildings, the energy of the street and the sense of place are as important as the hotel itself. We understand hotel operational efficiencies, as well as well-crafted buildings and we look for opportunities to apply the principles of thoughtful design to the business of efficient hotel operation.

COOPER CARRY



COOPER CARRY

PRACTICE GROUPS

Cooper Carry Retail is our specialty practice group of architects, interior designers and graphic designers with extensive experience designing a variety of retail uses that include prototype mall tenant space, department stores, restaurants, renovations and expansions to regional shopping centers and new, super regional shopping centers. This variety of retail experience gives Cooper Carry Retail a unique perspective in understanding the needs of our clients and, just as importantly, our clients' customers. The focus of the Retail Group is to relate to the customers' desires and embody these needs in a rich and exciting environment where people gather.

The Center for Connective Architecture is a central think-tank that encourages collaboration among talents from disciplines such as city planning, architecture, landscape architecture and environmental design for complex, multi-building projects. These disciplines are melded and coordinated with the cutting edge thinking of urbanism, sociology, economics and Main Street for an approach that is dedicated to re-infusing America's cities. The result of this collaboration is a sense of place that enhances property values, challenges the status quo, functions in concert with context and enriches the human soul.

With a primary focus on the design of new and renovated corporate offices, headquarters and campuses, *Cooper Carry Corporate* is comprised of professionals who are immersed in the corporate world. The firm's work, including corporate campuses for AdTran, Scientific Atlanta and Kimberly Clark, has been extensively published and recognized in books and industry periodicals. The firm has designed more than 90 corporate facilities and over 60 operations facilities and data centers. Cooper Carry Corporate is best known for exciting and efficient corporate environments that respond directly to the people who use them.

Cooper Carry Education has broad experience working with leading schools and universities, health care providers and R&D companies that has led to a collaborative process clearly focused on understanding and articulating the goals and visions of an institution. In approaching a design solution for a new campus, the architect must realize that a campus is a steadily growing continuum of change. A successful campus becomes an important recruiting tool for attracting both potential students and faculty; it creates an environment that enhances the learning experience, a place for incidental encounters, and a place to share ideas and information.



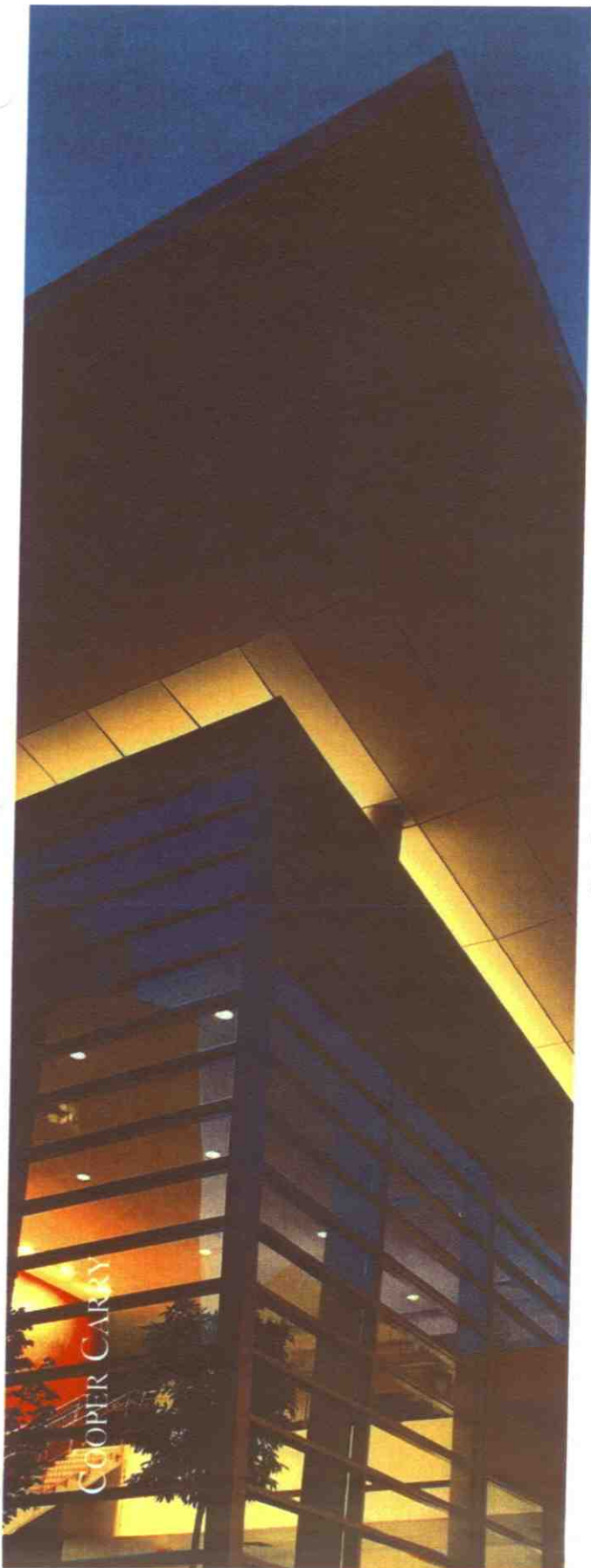
PRACTICE GROUPS

The firm has designed laboratory, health care and educational facilities for over 40 years. The *Cooper Carry Science & Technology Studio* is distinguished by an in-depth understanding of the teaching and research environment. Our team is focused on the design of research facilities and has extensive knowledge of the user's needs and goals. Long-term experience working with Chemistry, Physics, Geosciences, Mathematics, Computer Science departments and libraries has provided Cooper Carry with a unique understanding of design requirements from our client's perspective.

The *Cooper Carry Residential Studio* has designed over 25 residential projects, including high-rise condominiums, apartments and townhomes. Since people are the essence of place, a majority of our work in residential design has been performed within the urban and mixed use environment with buildings that integrate office and retail space, residential apartments and townhouses, cinemas, restaurants, public space and cultural facilities.

The *Cooper Carry Transit* is distinguished by extensive experience with transit stations, transit-oriented developments, urban retail and mixed-use projects in a number of cities and settings. This studio has a true understanding of the urban and suburban condition that drives design culture; how urban buildings respond to macro-scale issues of the city environment; and how site-specific issues affect the pedestrian.

The *Cooper Carry Government* studio concerns itself with the public sector institutions and the relationship of public services and leadership with private citizens. Our projects include the planning, programming and design of courthouses, county seats, and a variety of city and municipal buildings.



CORE VALUES

Cooper Carry is well-known for using a collaborative process that engages key project stakeholders in ideas and goals. We listen, facilitate and build consensus; we establish Guiding Principles to inform each stage of the process. Our teams work side-by-side with clients both on-site and on the drawing board. We have created custom tools to communicate and understand planning options including alternate programs.

The firm believes that excellence in design emerges from and is created for the people, culture and ethos of a particular place—we design for context. In addition to the physical context, we respect the history of people, companies and places. To this end we continuously study how people and corporations work and learn. It is essential to our process that we facilitate consensus through leadership and innovation.

Cooper Carry is a steward of the natural and man-made environments. Since 1960, our designers have been focused on aesthetics and fitness for purpose, but also on long-lasting value, low maintenance and a high return on investment. Our approach to sustainability will include more than the environmental focus. We believe cultural and economic sustainability are essential to long-term success.

Cooper Carry seeks to give back to our communities with personal and professional time and funding. We are active in neighborhood and religious groups and routinely donate time and materials to associations including the American Cancer Society, Habitat for Humanity and numerous others.



ARCHITECTURE

Great architecture can enhance quality of life. Architecture, like art, can lift the spirit and beautify the world. But *Cooper Carry Architecture* knows that architecture has a civic role too. By connecting the functions of modern life, it can make the every day easier to navigate—and more enjoyable to experience. We believe that better built environments are the basis of better community. We aim for nothing less.

From university facilities to office buildings, residential areas to retail shops, our design is contextual—it exhibits an understanding of the people and groups that use a structure and it honors the landscape in which it lives. We hope to create sensitive, functional structures that connect the larger public and private realms in ways that make communities more whole and erase the divisions that fragment them.

COOPER CARRY

INTERIOR ARCHITECTURE

Design is everywhere: it's what draws us to purchase; defines culture and how we should behave; and makes some environments easier to love. Focused on human behavior and quality of life, interior design makes places better. It is not style or fashion. It is not restricted to the surface of things and how they look. Aesthetics are important, but only as a part of a much bigger picture. Effective interior design begins with the needs of the user and no design, no matter how beautiful and ingenious, is any good if it doesn't fulfill a need.

At Cooper Carry *Interior Design* is fundamental. When things work, it's taken for granted. An emphasis on design brings creativity into an environment, family or organization and as the sophistication of the consumer and competition increases, the quality of design becomes more and more valuable.

Cooper Carry has a long history of successful interior architecture and design, including facilities for a broad range of clients including Fortune 500 corporations. The firm is recognized for its design work in offices, retail centers and specialty stores; for hotels, apartments and condominiums; and for the unique spaces that help to make places memorable, no matter what building they are in. The firm is best known for exciting and efficient environments that respond directly to the people who use them.

Cooper Carry's Interiors Studio views each project as an exciting opportunity to create a unique design solution to meet our client's specific function, budget, and schedule needs. Elements of research, programming, planning and design are merged with architectural form to create an environment which goes far beyond surface treatments and decoration. Our goal is to reach a three-dimensional embodiment of functional and conceptual issues.



LANDSCAPE ARCHITECTURE

At Cooper Carry, landscape architecture is focused on the vision, design and implementation of spaces that encourage interaction between people, the buildings they use and their environment. It is a core value of the studio—and the firm—that the spaces between buildings are as important as the buildings themselves. Cooper Carry's Landscape Studio approaches each project with a holistic view of the environment: of climate and siting, land form and topography, flora and fauna, hardscape and soft, signage and lighting. We seek to create memorable landscapes that harmonize with their place, speak to the spirit of the audience and enhance the quality of life.

The *Landscape Architecture Studio* has worked elbow-to-elbow with architects, urban planners, and interior and graphic designers for many years. Along with our extensive history of real-world, development-based projects, we have learned to be both environmentally sensitive and economically viable. Our experience working in concert with the other design professions within real-world constraints allows us to offer thought-provoking, integrated design that can be built.

We are sensitive to both natural and built environments and take a long view in the issues of ecology and the authenticity of the landscape materials we use. The Landscape Architecture Studio takes a leading role in promoting sustainable design and natural systems such as improving air quality, rainwater retention and reuse, reducing dark sky, low energy lighting, reducing the heat island effect, and using indigenous plants.

The Landscape Architecture Studio at Cooper Carry seeks to realize the full potential of every site through landform, connections and context.



ENVIRONMENTAL GRAPHICS

Project signage and graphics for *wayfinding*, *identification* and *visual stimulation* are the "architectural language" necessary to communicate a high quality built environment both to visitors and occupant.

In response to an increase in client demand for graphic design/visual identity programs, and Cooper Carry's desire to offer integrated design services to its clients, the firm established the *Environmental Graphics Studio* in the summer of 1996. The premise of the studio is to offer thoughtful graphic design services for the environments in which we live, work, learn and play. Our services include brand identity development, environmental graphic design, signage and wayfinding systems.

The Environmental Graphics Studio offers experienced professionals trained in environmental, graphic and industrial design. Having this studio in house enables our staff to share ideas and integrate graphic design with that of the other architecture disciplines, resulting in a better product for our clients.

The work of Cooper Carry's Environmental Graphics Studio has received continuous industry recognition, including the highest award in the 2001 *Commercial Sign Designs Competition* for the Portsmouth Renaissance Hotel, Portsmouth, Virginia and in publications including *Sign of the Times*.

COOPER CARRY

RECOGNITION

Cooper Carry is a contextually oriented design firm whose central focus is the creation of successful places, buildings and spaces for people. In a word: Communities.

The firm has planned and executed the design of over thirty-five new urban and suburban districts, representing over 35 million square feet of facilities and billions of dollars of public and private investments. A summary of significant awards follows.



AIA Silver Medal for Design Excellence

2006

NAIOP Best Interiors Tenant Space
1,14,999-sq ft Northern Virginia
Cooper Carry's Alexandria Office

NAIOP Award of Merit, Best Building
Environmentally Responsible/
Green Construction, Northern Virginia
Cooper Carry's Alexandria Office

Build Georgia Awards Winner, Concrete
Category, over \$1 Million, 905 Juniper Street
condominiums, Atlanta, GA

BOMA Atlanta, Office Building of the Year
Award, 250,000 - 499,999 SF, 100 City View,
Atlanta, GA

2005

ICSC Design Award of Merit, Houston Gal-
lerie Renovation & Expansion, Houston, TX

Atlanta Regional Commission Development
of Excellence, The Ashmore, Atlanta, GA

ULI Atlanta, Development of Excellence
Finalist, Emory University Mathematics &
Science Center

Hotel & Motel Management Magazine's Top 50 Design
Firms, Cooper Carry #17

Build Georgia Awards Winner, Glenn C.
Jones Middle School, Best In Construction
Design-Bid-Build New \$5-\$19 Million Range
Atlanta, GA

VM+SD Renovation Award, House of Blues
Cleveland, OH

Ceramic Tiles of Italy Design Competition Awards, Honorable
Mention, Fashion Square, Charlottesville, VA

The Builders Exchange, Ohio - Craftsmanship Award
House of Blues, Cleveland, OH

2004

Build Georgia Awards Winner, Concrete
Category, over \$1 Million, 905 Juniper Street
condominiums, Atlanta, GA

BOMA Atlanta, Office Building of the Year
Award, 100 City View, Atlanta, GA

2003

ULI Atlanta Chapter Project of the Year Award, Boy
Scouts of America Service Center

ASLA Georgia Chapter, Merit Award, City of Savan-
nah - Ellis Square Master Planning



2002

Urban Land Institute Award for Excellence, Bethesda
Row, Bethesda, MD

Congress for New Urbanism Charter Award, Best Block
in America, Bethesda Row, Bethesda, Maryland

Georgia AIA Award of Merit, Emory University Math-
ematics & Science Center, Atlanta, GA

Development of Excellence Award, Milton Park, Alpharetta, GA

SE American Society of Landscape Architects Honor Award
Southwood Town Center, Tallahassee, FL

SE American Society of Landscape Architects Honor Award
Greensboro City Center, Greensboro, SC

SE American Society of Landscape Archi-
tects Merit Award, Memphis Main Street
Memphis, Tennessee

2001

NAIOP Georgia Chapter, Firm of the Year
Award

AIA Georgia Chapter, Award of Excellence, Lipson Airport
Glass & Associates, HQ, Cincinnati, OH

ULI, Excellence in Urban Design, Bethesda Row,
Bethesda, MD

Aurora Awards, Best Apartment Community, Best
Interior Merchandising, Best Landscape Design for an
Apartment Community, Best Recreational Facility and
Country Club, and the Grand Aurora Award, Best of
State, Sonic Apartments, Tampa, FL

2000

Preservation Planning Award for Fostering Preservation
through Urban Planning - Winner, Memphis Main Street
Redevelopment Plan, Memphis, TN

Chain Store Age Magazine's Retail Store of the Year,
First Place, Large Exterior, Burdine's Department Store,
Florida Mall, Orlando, FL

1998

South Florida/NAIOP, Award of Merit, Mizner Office Tower,
Boca Raton, FL

1995

AIA Award for Excellence, Brassilown Valley
Resort, Young Harris, GA

1993

Florida Council of the Arts, Mizner Park, Boca
Raton, FL

1992

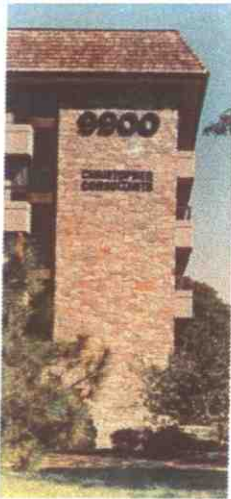
National Mall Monitor Award for Open-Air Center
Mizner Park, Boca Raton, Florida





christopher consultants
engineering • surveying • land planning

CORPORATE PROFILE



OVERVIEW

Established in 1982 as **christopher consultants ltd.**, the firm has been providing multi-disciplinary consulting services and project management expertise to clients in Virginia, Maryland, the Mid-Atlantic Region and the Northeastern United States. With emphasis on civil engineering, surveying, land planning, urban design and landscape architecture, our team has been fortunate to have been involved in many high profile and award winning projects. The company portfolio includes land development engineering, innovative new communities, mixed use developments, parks and public open spaces, and site specific design for commercial, institutional and recreational uses. It is our goal to provide innovative, high-quality and cost-efficient design solutions that will harmonize with the existing environment while best serving the clients requirements and needs.

APPROACH

As a team with professional credentials in land planning, surveying, civil engineering and landscape architecture, **christopher consultants, ltd.** is unique as we can provide all project services "in house" from conceptualization through construction. Our project management structure is organized where every project is managed by the same project manager from its inception to its completion, ensuring continuity, punctuality, direct responsibility and client satisfaction.

LOCATIONS:

Fairfax

9900 Main Street, Fourth Floor
Fairfax, Virginia 22031
Voice: (703) 273-6820
Fax: (703) 273-7636

Loudoun

45949 Horseshoe Drive, Suite 100
Sterling, Virginia 20166
Voice: (703) 444-3707
Fax: (703) 444-5230

Prince William

9417 Innovation Drive
Manassas, Virginia 20110
Voice: (703) 393-9887
Fax: (703) 393-9076

Fredericksburg

10300 Spotsylvania Avenue, Suite 110
Fredericksburg, Virginia 22408
Voice: (540) 710-0088
Fax: (540) 710-0550

Winchester

161 Prosperity Drive, Suite 106
Winchester, Virginia 22602
Voice: (540) 868-9011
Fax: (540) 868-9033

Maryland

7172 Columbia Gateway Drive, Suite 100
Columbia, MD 21046
Voice: (410) 872-8690
Metro: (301) 881-0148
Fax: (410) 872-8693



christopher consultants
engineering • surveying • land planning

CORPORATE SERVICES



Engineering

- feasibility studies and preliminary plans
- subdivision plans and grading plans
- drainage and floodplain studies
- site development plans
- construction cost estimates
- highway and street design
- construction specifications
- plan review
- quality control
- utility and pavement system design
- erosion and sedimentation control
- storm water and BMP system design
- permit application processing
- construction phase services
- hydraulic / hydrologic studies
- internet technology services
- value engineering



Land Surveying

- legal descriptions and deed research
- as-built surveys
- ALTA / ACSM surveys
- subdivision computations
- rezoning plats
- topographic and location surveys
- construction stakeout services
- special exception and record plats



Land Planning

- land use master planning
- community planning and design
- rezonings
- special use permits and variances
- comprehensive plan amendments
- conservation planning and design
- design charrettes
- public hearings and presentations



Landscape Architecture

- site master planning and design
- entrance features and amenity area design
- streetscape design
- parks and recreation planning and design
- tree identification
- tree preservation/conservation plans
- environmental design and restoration
- landscape design
- illustrative plans and exhibits

Quality and Service Since 1982

"A Company can never be static; it must either be moving forward or backward. We choose to move forward."

Christopher W. Brown, President



WILLIAMS MULLEN
Where Every Client is a Partner®



About Williams Mullen

Williams Mullen provides comprehensive legal services to regional, national and international business clients. With 250 attorneys and offices in Virginia, Washington, D.C. and London, the firm delivers innovative solutions to support its clients' diverse business activities. Comprehensive knowledge, broad-ranging experience and an extensive application of new technology and legal information services have been the foundation of Williams Mullen's progressive approach to law practice since the firm was founded more than 90 years ago.

Public-Private Partnerships

Williams Mullen attorneys have extensive experience in working with businesses and governmental entities seeking public-private partnering arrangements. The firm has assisted partnership efforts to create public transportation facilities, schools, correctional facilities, parking facilities, office buildings, luxury hotels, entertainment and athletic complexes, public parks and golf courses, among others. In Virginia, the firm has been extensively involved in dozens of proposals under the Virginia Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA) and the Virginia Public-Private Transportation Act of 1995 (PPTA). With respect to the PPEA, the firm's lawyers were instrumental in drafting the Act, the Model Procedures for public entities, and the Commonwealth of Virginia Procedures. In addition, Williams Mullen attorneys have lectured extensively on the PPEA and PPTA before legislative bodies, government officials, trade and professional associations, and other lawyers.

Public Finance

With respect to public finance services, Williams Mullen attorneys have experience representing state and local governments in the issuance of general obligation bonds and revenue bonds for a myriad of different types of public facilities ranging from schools to prisons to urban office buildings and parking garages. The firm has authored approving opinions as bond counsel on both appropriation and "subject-to-appropriation" debt structures. Its lawyers are frequently called upon for advice by conduit borrowers, municipalities, banks and corporate trustees on all aspects of public finance, including federal tax laws, regulations and rulings, as well as matters relating to state and local debt.

Governmental Affairs

Williams Mullen's governmental affairs professionals are experienced in virtually all aspects of government-related law. Firm attorneys regularly appear before the Virginia General Assembly, as well as a large number of state agencies and local governments. With respect to public-private partnerships, the firm's public affairs professionals are well-prepared to interface with government officials to develop and implement proactive plans for stakeholder and public education as well as issue management.

Williams Mullen

A Professional Corporation

Two James Center
1021 East Cary Street
Richmond, VA 23219
804.643.1991
804.783.6507 fax

Other Offices:

VIRGINIA

Charlottesville, Newport News, Norfolk, Portsmouth, Tysons
Corner and Virginia Beach

WASHINGTON, D.C.

LONDON, ENGLAND

www.williamsmullen.com

LEWIS • SCULLY • GIONET • INC.

Landscape Architecture, Land Planning, Urban Design

Firm Profile

Founded in 1985, Lewis • Scully • Gionet • Inc. provides award-winning master planning, site design and construction documentation to both private and public sector clients. The firm has extensive project experience throughout the mid-Atlantic and Eastern seaboard.

LSG emphasizes personal service from its principals and senior staff. Through collaboration with architects, engineers, and other professionals, the firm crafts innovative and functional solutions designed to meet client expectations. LSG's knowledge and sensitivity to environmental, political and contextual issues frame this process.

Public Facilities

LSG is experienced in providing cost effective, on-time landscape architectural services for recreational facilities. The firm is aware of the particular site needs of these facilities and skillful in effective management of issues such as the minimization of pedestrian/automobile conflicts, automobile circulation and parking. Firm project designers are proficient at developing landscape concepts that accommodate facility users, visitors and others with a range of outdoor hard and soft surfaced spaces, shade, lighting, furniture, directional signage, plantings and other amenities.

Mixed-Use

LSG has been working on mixed-use projects in the Washington, DC area since the early 90's with the completion of the design for 1525 Wilson Boulevard in Arlington, Virginia. This high-rise office building, located in the heart of Rosslyn, includes a plaza featuring a public art display, dining terrace and outdoor seating areas all located above a below-ground grocery store. Since that project, we have continued to our work on a variety of mixed-use projects ranging from urban multi-family residential buildings with ground floor retail to large town centers. Currently, we are the project landscape architects for National Gateway at Potomac Yard. Upon completion, National Gateway will include 1.9 million sq. ft. of office space; 185,000 sq. ft. of retail; 1,250 residential units; and 3-acres of open space and parkland. LSG is providing all landscape and hardscape design for all of the parcels along with the central park, National Gateway's focal open space. Some of our other mixed-use project experience includes:

- Bethesda View, Bethesda, Maryland
- Brambleton Town Center, Brambleton, Virginia
- Catocin Circle Center, Leesburg, Virginia
- Lansdowne Town Center, Lansdowne, Virginia
- Lorton Town Center, Lorton, Virginia
- Metropolitan and Midtown Lofts at Reston Town Center, Reston, Virginia
- Metropolitan at Largo Town Center, Largo, Maryland
- Village at Leesburg, Leesburg, Virginia
- Whitney at Bethesda Theater, Bethesda, Maryland

Sustainable Design

LSG projects frequently address the use of established design standards, techniques or criteria for sustainable design. LSG is team landscape architectural consultant for a variety of building types and have incorporated LEED (Leadership Energy Environmental Design) green building rating criteria, including minimization of potable water for irrigation use, maximizing use of native plant materials, specifying low-albedo site materials to reduce heat island effect, and site design to minimize storm-water runoff.

Professional Services

Master Planning
Feasibility Studies
Planting Design
Cost Estimating and Budgeting
Team Management
Public Art Coordination
Site Planning and Design
Construction Detailing
Environmental Assessments and Impact Analyses
Construction Administration
Community Input Facilitation

Project Experience

Streetscapes
Healing Gardens
Urban Public Spaces
Institutional Facilities
Schools and Universities
Headquarter Campuses
Residential Community Development
Park and Recreation Facilities
Cemeteries and Memorial Parks
Retail Development
Mixed Use Development
Hotels and Resorts
Commercial Site Design

COMPANY BACKGROUND

For more than 30 years, Williams Jackson Ewing has conceptualized and developed a variety of urban retail concepts in cities and towns across the U.S. and have restored some of the nation's most treasured landmarks, including Grand Central Terminal in New York City. Their creative work and innovative style has influenced nearly every retail development, whether it be mixed use, urban, waterfront, regional mall or community center, that has been built in the last 25 years.

WJE's founding partners started their careers with The Rouse Company as the team for the 1974-1978 redevelopment of Faneuil Hall Marketplace in Boston. Michael Ewing also served as the director of leasing for Harborplace in Baltimore's Inner Harbor from 1978 to 1980.

With more than 25 years experience, the company is recognized as a foremost authority in retail development trends. They have become internationally renowned for landmark urban projects like Union Station in Washington, D.C. and classic regional centers like Suburban Square in Philadelphia.

REJUVENATING, RESTORING, REDEFINING RETAIL

Guided by their underlying belief that there is economic and social value to be found in revitalizing urban properties and redefining the way consumers shop, Williams Jackson Ewing has focused its energy on pioneering cutting edge retail concepts and designs.

The company has pioneered a variety of retail concepts, including the use of traditional food markets and restaurants as project anchors (Grand Central Terminal), the creation of lifestyle retail centers using historic jewels, like Suburban Square, in "mainline" Philadelphia and in transit-oriented development in national landmarks, such as Union Station in Washington, DC.

Today, the company is recognized for its expertise in transforming the retail industry with concepts and designs that enable historical, obsolete, unproductive properties to become profitable destinations.



Williams Jackson Ewing



WELLS & ASSOCIATES, LLC

TRAFFIC, TRANSPORTATION, and PARKING CONSULTANTS

Wells & Associates, LLC offers professional traffic, transportation, transit, parking, pedestrian, and bicycle planning and engineering services to private real estate developers, public agencies, corporations, and institutions nationwide.

Wells & Associates' project managers, engineers, and field personnel have many years of experience that we collectively bring to bear on every assignment. W&A is equipped with the latest computer hardware, software, local standards, and other reference materials. We are thoroughly familiar with the latest and best techniques for solving traffic, parking, transit, pedestrian, and bicycle problems in fulfillment of our clients' requirements.

Recent project experience similar to the Loudoun County Government Administrative Center RFP scope is noted below:

- One Loudoun
Loudoun County, Virginia
Contact: Bill May
Miller & Smith
8401 Greensboro Drive
Suite 300
McLean, Virginia 22102
(703) 821-2500
Bmay@millerandsmith.com
- Square 54, The George Washington University
Washington, D.C.
Contact: Phil Feola
Pillsbury, Winthrop, Shaw, Pittman LLP
2300 N Street, N.W.
Washington, D.C. 20037
202-663-8789
phil.feola@shawpittman.com
- Metro West
Fairfax County, Virginia
Contact: Stanley Settle
Pulte Homes
10600 Arrowhead Drive, Suite 225
Fairfax, Virginia 22030
703-934-9366
ssettle2@pulte.com

- Twinbrook Commons
Rockville, Maryland
Contact: Rod Lawrence
The JBG Companies
4445 Willard Avenue, Suite 400
Chevy Chase, Maryland 20815
240-333-3600
rod.lawrence@jbg.com

- Anacostia Gateway Government Center
Washington, D.C.
Contact: Mark Montgomery
CB Richard Ellis, Inc.
555 11th Street, N.W., Suite 300
Washington, D.C. 20004
202-585-5642
mark.montgomery@cbre.com

- North Bethesda Town Center
Montgomery County, Maryland
Contact: Timothy D. Smith
LCOR Incorporated
6550 Rock Spring Drive, Suite 280
Bethesda, Maryland 20817
301-897-0002
tsmith@lcor.com

- Potomac Yards
Alexandria/Arlington, Virginia
Contact: Dan Kohlhepp
Crescent Resources, LLC
2805 South Crystal Drive
Arlington, Virginia 22202
703-416-4443
dbkohlhepp@duke-energy.com

- Dunn Loring Metro
Fairfax County, Virginia
Contact: Chad DuBeau
Trammell Crow Residential
6110 Executive Boulevard, Suite 315
Rockville, Maryland 20852
301-255-6011
cdubeau@tcresidential.com

- Takoma Metro Station Joint Development
Washington, D.C.
Contact: Jack Lester
EYA, Inc.
4800 Hampden Lane, Suite 300
Bethesda, Maryland 20814
301-634-8600
jlester@eya.com
- Reston Heights
Fairfax County, Virginia
Contact: Jeffrey Kelley
The JBG Companies
4445 Willard Avenue, Suite 400
Chevy Chase, MD 20815
240-333-3788
jkelley@jbg.com

Wells & Associates has recently prepared traffic impact studies in the vicinity that included Potomac Farms, concluding:

- The vicinity of the proposed County Government Center provides a mixture of diverse commercial and residential uses. The community is made up of Howard Hughes Medical Institute, Lansdowne, Ashbrook, Ashburn, future One Loudoun and University Center, creating a dynamic mixed-use area that is growing together to achieve responsible growth for Loudoun County. The area is pedestrian and bicycle friendly and has the opportunity to provide a strong transit link to the extension of Metro. This link is made stronger with the County Government Center providing a transit hub midway between Leesburg and Sterling.
- Route 7 provides exceptional access to the major thoroughfares through-out the County and Northern Virginia. This is achieved with connections to Route 28, Route 15, Loudoun County Parkway, and Route 659. Route 7 also provides access to the Greenway and Route 50 via these noted other routes. These roadways could be natural extension of Metro with Bus Rapid Transit (BRT) systems feeding the stations planned along the Greenway.
- The intersections in the study area would operate at similar levels of service, with or without development of Potomac Farms.

Mixed-use developments allow people to live, work, shop, and play. Trips between uses are short, and can be made on foot or by transit, rather than traveling outside the development by private automobiles. Wells & Associates' studies have demonstrated significant auto-trip reductions at external driveways for mixes of uses compared to stand-alone uses.

REAL ESTATE CONSULTING EXPERIENCE FORE CONSULTING, INC.

Fore Consulting, Inc. is a regional real estate consulting firm located in Northern Virginia founded ten years ago by Julian W. Fore and Robert J. Campbell, both former officers of GA/Partners, previously Gladstone Associates. Our collective experience across the real estate industry spans nearly sixty years. We have witnessed industry trends and changes from the perspective of every major land use and in many parts of the country. As officers of GA/Partners, and subsequently as partners of Arthur Andersen, we have provided a broad array of clients with a full range of real estate consulting services.

We are active in the Baltimore-Washington D.C. region and around the country providing product specific market assessments, financial evaluations, and fiscal impact analyses (including projections of tax revenues) for developers, corporations, and financial institutions, as well as government. We also often are called upon to assist businesses in strategic and general business planning. We offer highly customized real estate and economic consulting services. We assist those who own real estate either for their own use or for its investment potential to understand the relevant market dynamics and strategic opportunities, which can maximize individual asset and overall business performance. We believe that we make significant contributions to our clients' enterprises and to the industry in general.

Examples of Our Work

- *Economic and fiscal impact analysis* for many major development projects throughout the Washington, DC region, Florida, Philadelphia, and Northern New Jersey.
- *Negotiation of a participating ground lease* for a community retail center.
- *Negotiation of a parking management agreement* for an inter-modal transportation facility.
- *Corporate real estate strategy* for a national portfolio of owned and leased properties.
- *Valuation of property interests* from land to sublease rights in improved space.
- *Strategic business plan* for a family of domestic real estate opportunity funds.
- *Advising a major lender on a broad variety of issues relating to a sale to a financial institution.*
- *Nationwide real estate support services and lease administration* for the U. S. Department of Labor Job Corps.

Our Clients

- Aggregate Industries
- Al-Rajhi Bank
- AMI Capital, Inc.
- Angler Development, LLC
- The Airston Group
- Association for Manufacturing Technology
- Artery Development Company, LLC
- Bank of America
- Bardon, Inc.
- Booz-Allen & Hamilton, Inc.
- The Morris and Gwendolyn Cafritz Foundation
- Capital Associates
- Capital Realty & Investment, Inc.
- Center for Community Change
- Centex Homes
- Charles E. Smith Commercial Realty
- City of Alexandria, Virginia
- Clark Realty Capital
- Contract Compliance, Inc.
- Covington & Burling
- Credit Suisse First Boston
- Crown NorthCorp
- District of Columbia Housing Authority
- District of Columbia Public Schools Transportation Division
- Diane Cox Basheer Communities
- Eastern Realty Corporation
- Edens & Avant
- Edgemore Land, LLC
- Ellis Denning Construction, LLC
- Elm Street Development
- Engle Homes
- The Eisner Company
- Faison
- Federal City Council
- Federal Realty Investment Trust
- Glaize Developments, Inc.
- Goelet Corporation
- Host Marriott
- H Street Building Corporation
- JBG Companies
- JP Morgan Chase
- K & M Properties, LC
- Ken Thompson & Associates
- K. Hovnanian Companies
- KLNb
- Kravco
- KSI Services, Inc.
- LandServices, Inc.
- LCC International
- The Lifton Company
- Maryland Transportation Authority
- Middleburg Associates
- The Midland Companies
- Miles & Stockbridge
- Milestone Communities, Inc.
- Miller & Smith
- National Capital Land and Development Corporation
- Newman Financial Services/GMAC
- Norfolk Southern Railroad
- Occoquan Land Corporation
- The Orion Group, Inc.
- Paley, Rothman, Goldstein, Rosenberg & Cooper
- PB Consult
- PHB Hagler Bailly, Inc.
- Pennsylvania Real Estate Investment Trust
- Pentagon Plaza, Inc.
- Peterson Companies
- Praedium Funds
- Pulte Home Corporation
- Resource America
- RMJ Development Group
- Spring Valley Concrete
- Stone, Leyton & Gershman PC
- Stone Properties of Virginia, LLC
- Terrabrook
- Toll Brothers, Inc.
- Transwestern Commercial Services
- TVO Real Estate Services
- U.S. Dataport
- United States Court of Appeals for Veterans Claims
- United States Department of Labor / Job Corps
- Union Station Redevelopment Corporation
- Vornado Realty LP
- Wachovia
- Walsh Colucci, Lubeley, Emrich & Walsh, PC
- Wal-Mart Stores, Inc.
- Washington Homes, Inc.
- Washington Metropolitan Area Transit Authority
- WCI Communities
- Whiteford, Taylor & Preston, LLP
- Winchester Homes, Inc.

JFW Consulting

Jody F. Winter

Strategic Planning, Real Estate and Management Consulting Capabilities

OVERVIEW

JFW Consulting serves the needs of non-profits, institutions, associations, corporations and real estate professionals by crafting achievable business/real estate solutions using the fundamentals of strategic planning, project management, communications, financial analysis and team development. Building on a foundation of more than 17 years dealing with matters relating to high-level corporate and institutional real estate, strategic planning and project management, JFW Consulting will help you identify, value and implement appropriate business solutions.

CAPABILITIES

- Management of complex real-estate and non-real-estate based projects
- Design and construction management
- Financial analysis
- Providing focus and clear articulation of client/project goals
- Site selection/site assemblage
- Feasibility analysis/market research
- Procurement administration
- Implementation of executive level reports and presentations
- Development and implementation of strategic business plans
- Effective team building for problem solving

ACCOMPLISHMENTS

Over the years, Jody Winter has been instrumental in implementing significant projects providing services ranging from project management and solution implementation to feasibility studies and financial analysis. A partial listing of successful programs includes:

- Selected and negotiated agreements for rezoning and redevelopment of a strategically-located 2.5 acre site in downtown Washington, DC.
- Managed the procurement process to develop faculty and staff housing and conference center/hotel for a public institution of higher education. Directed university efforts in developing institutional goals, achieving consensus and selecting the development team to undertake project.
- Worked as part of team to assemble a large urban site to develop a 400-500,000 square foot commercial mixed use project.
- Delivered and managed the first university-affiliated childcare center for The George Washington University. Procured site and operator, managed design and build-out and developed policy to support institutional and center objectives.
- Purchased and repositioned two existing mid-level hotels through renovation, operational restructuring and marketing. Responsible for project throughout – from purchase of hotels through renovation and operational restructuring.
- Authored and produced the annual reports for Vice President and Treasurer from 1994 through 2003.

- Organized and facilitated numerous senior level planning teams tackling issues of long-term planning and communications.
- Leader in implementation of City/University third-party approach to advancing campus development opportunities.

EXPERIENCE

Jody Winter brings a wealth of background and experience to her consulting practice. A graduate of Cornell University (1979) with an MBA in Finance from The Wharton School (1987), Jody honed her professional skills through affiliation with such companies as the MITRE Corporation, Economic Analysis Group, GA Partners/Arthur Andersen and MPC Associates before embarking on a 14-year career at The George Washington University.

In addition to her professional experience, Jody has continued her affiliations with various professionals associations (AUREO, CREW, and DCBIA), volunteers her services to the local public school and serves on the Board of Directors as Chair of Long Range Planning of Congregation Beth Emeth.

JFW Consulting
1514 Snughill Court
Vienna, VA 22182
703-821-0088
jwinter@jfwconsulting.com